

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
First-Class Mail:												
Single-Piece Letters	1,834,209	1,965,999	(131,790)	(6.7)	3,359,741	3,708,967	(349,226)	(9.4)	98,053	108,440	(10,387)	(9.6)
Single-Piece Cards	38,106	46,900	(8,794)	(18.8)	103,788	128,437	(24,649)	(19.2)	667	826	(159)	(19.2)
Total Single-Piece Letters and Cards	1,872,315	2,012,899	(140,584)	(7.0)	3,463,529	3,837,404	(373,875)	(9.7)	98,720	109,266	(10,546)	(9.7)
Presort Letters	3,094,737	3,316,702	(221,965)	(6.7)	7,820,120	8,494,598	(674,478)	(7.9)	447,460	492,708	(45,248)	(9.2)
Presort Cards	117,701	119,805	(2,105)	(1.8)	446,490	458,225	(11,736)	(2.6)	3,648	3,744	(96)	(2.6)
Total Presort Letters and Cards	3,212,438	3,436,507	(224,069)	(6.5)	8,266,609	8,952,823	(686,214)	(7.7)	451,108	496,452	(45,344)	(9.1)
Flats	370,570	379,784	(9,214)	(2.4)	277,298	310,934	(33,636)	(10.8)	56,571	61,998	(5,426)	(8.8)
Domestic NSA Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	25,639	45,002	(19,363)	(43.0)	16,348	29,724	(13,377)	(45.0)	899	1,658	(759)	(45.8)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	10,207	205,080	(194,874)	(95.0)	17,731	132,549	(114,818)	(86.6)	484	56,898	(56,413)	(99.1)
First-Class Mail Fees	25,447	25,272	175	0.7	-	-	-	-	-	-	-	-
Total First-Class Mail	5,516,615	6,104,544	(587,929)	(9.6)	12,041,514	13,263,435	(1,221,921)	(9.2)	607,782	726,271	(118,489)	(16.3)
USPS Marketing Mail:												
High Density and Saturation Letters	209,648	293,642	(83,994)	(28.6)	1,217,520	1,749,749	(532,229)	(30.4)	43,643	72,253	(28,610)	(39.6)
High Density and Saturation Flats & Parcels	362,168	503,699	(141,531)	(28.1)	2,074,690	2,781,067	(706,377)	(25.4)	301,149	497,236	(196,087)	(39.4)
Carrier Route	190,344	328,117	(137,772)	(42.0)	715,321	1,238,207	(522,886)	(42.2)	146,610	261,014	(114,403)	(43.8)
Letters	1,383,314	2,353,132	(969,818)	(41.2)	6,539,467	10,915,467	(4,375,999)	(40.1)	315,624	527,411	(211,788)	(40.2)
Flats	255,014	343,828	(88,815)	(25.8)	586,004	818,655	(232,650)	(28.4)	153,022	208,791	(55,770)	(26.7)
Parcels	10,903	11,821	(918)	(7.8)	7,867	8,783	(916)	(10.4)	3,333	4,027	(694)	(17.2)
Every Door Direct Mail Retail	20,342	31,714	(11,372)	(35.9)	106,504	169,594	(63,091)	(37.2)	13,509	21,511	(8,002)	(37.2)
Domestic NSA Mail	0	0	-	-	0	0	-	-	0	0	-	-
USPS Marketing Mail Fees	6,018	8,328	(2,310)	(27.7)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	2,437,751	3,874,281	(1,436,530)	(37.1)	11,247,373	17,681,521	(6,434,148)	(36.4)	976,889	1,592,244	(615,354)	(38.6)
Periodicals Mail:												
In-County	11,468	14,259	(2,791)	(19.6)	111,877	126,886	(15,009)	(11.8)	22,183	32,692	(10,509)	(32.1)
Outside County	231,923	286,140	(54,217)	(18.9)	868,596	1,055,637	(187,041)	(17.7)	273,361	361,181	(87,820)	(24.3)
Periodicals Mail Fees	1,319	1,392	(73)	(5.3)	-	-	-	-	-	-	-	-
Total Periodicals Mail	244,710	301,791	(57,081)	(18.9)	980,473	1,182,523	(202,050)	(17.1)	295,543	393,873	(98,329)	(25.0)
Package Services Mail:												
Alaska Bypass	8,474	7,817	657	8.4	331	311	19	6.2	22,267	20,972	1,295	6.2
Bound Printed Matter Flats	34,673	42,782	(8,109)	(19.0)	45,990	57,001	(11,010)	(19.3)	84,751	100,081	(15,330)	(15.3)
Bound Printed Matter Parcels	72,103	65,724	6,379	9.7	66,681	59,401	7,280	12.3	119,385	118,769	616	0.5
Media and Library Mail	99,017	68,252	30,765	45.1	27,961	19,071	8,890	46.6	55,703	41,300	14,403	34.9
Package Services Mail Fees	212	260	(48)	(18.4)	-	-	-	-	-	-	-	-
Total Package Services Mail	214,479	184,835	29,644	16.0	140,962	135,784	5,178	3.8	282,107	281,122	984	0.4

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
U.S. Postal Service Mail	-	-	-	-	70,635	76,279	(5,644)	(7.4)	30,272	23,583	6,688	28.4
Free Mail	-	-	-	-	4,560	9,147	(4,588)	(50.2)	2,068	3,220	(1,151)	(35.8)
Total Market Dominant Mail	8,413,555	10,465,451	(2,051,896)	(19.6)	24,485,517	32,348,689	(7,863,171)	(24.3)	2,194,662	3,020,313	(825,651)	(27.3)
Ancillary Services:												
Certified Mail	123,905	169,136	(45,231)	(26.7)	34,480	47,953	(13,473)	(28.1)				
Collect on Delivery	730	1,076	(346)	(32.1)	60	93	(33)	(35.4)				
Delivery Confirmation	108	216	(108)	(50.0)	539	1,253,870	(1,253,331)	(100.0)				
Insurance	23,827	17,727	6,100	34.4	4,240	3,155	1,085	34.4				
Registered Mail	4,502	5,750	(1,248)	(21.7)	256	338	(82)	(24.3)				
Return Receipts	57,476	81,210	(23,733)	(29.2)	23,964	34,888	(10,924)	(31.3)				
Stamped Envelopes and Cards	3,057	1,604	1,453	90.6	-	-	-	-				
Other Domestic Ancillary Services	27,556	16,485	11,071	67.2	9,205	5,184	4,021	77.6				
International Ancillary Services	1,383	15,025	(13,642)	(90.8)	103	7,248	(7,145)	(98.6)				
Other NSA Ancillary Services	1,057	1,022	35	3.5	447	424	23	5.5				
Total Ancillary Services	243,600	309,249	(65,648)	(21.2)	73,295	1,353,154	(1,279,859)	(94.6)				
Special Services:												
Money Orders	38,281	36,888	1,393	3.8	19,444	20,782	(1,338)	(6.4)				
Post Office Box Service	75,540	72,238	3,302	4.6	5,549	5,669	(121)	(2.1)				
Other Domestic Special Services	21,158	23,459	(2,301)	(9.8)	103	183	(80)	(43.5)				
Other International Special Services	0	0	-	-	0	0	-	-				
Total Additional Special Services	134,978	132,585	2,393	1.8	25,096	26,634	(1,538)	(5.8)				
Total Market Dominant Services	378,579	441,834	(63,255)	(14.3)	98,391	1,379,788	(1,281,397)	(92.9)				
Total Market Dominant Mail and Services	8,792,134	10,907,285	(2,115,151)	(19.4)								
Other Market Dominant Revenue	30,728	402,154	(371,427)	(92.4)								
Total Market Dominant Revenue	8,822,861	11,309,439	(2,486,578)	(22.0)								
									Service Transactions			
									U.S. Postal Service Mail			
									Quarter 3, FY 2020 1/			
									=====			
									Ancillary Services			3,399
									Other Services			0
									Total			3,399

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
Priority Mail Express:												
Total Priority Mail Express Mail	165,763	184,149	(18,386)	(10.0)	5,533	6,697	(1,164)	(17.4)	7,165	6,985	181	2.6
First-Class Package Service:												
Total First Class Package Service	2,044,457	1,108,450	936,006	84.4	601,362	339,239	262,123	77.3	223,054	128,515	94,539	73.6
USPS Retail Ground Mail:												
Total USPS Retail Ground	66,606	59,615	6,991	11.7	2,507	2,616	(109)	(4.2)	17,947	18,180	(233)	(1.3)
Priority Mail:												
Total Priority Mail	3,259,979	2,261,936	998,043	44.1	358,895	261,178	97,717	37.4	1,003,154	677,852	325,302	48.0
Parcel Select Mail:												
Total Parcel Select Mail	2,497,677	1,554,949	942,729	60.6	992,804	648,889	343,915	53.0	2,742,321	1,542,889	1,199,432	77.7
Parcel Return Service Mail:												
Total Parcel Return Service Mail	51,144	46,023	5,121	11.1	18,034	16,996	1,038	6.1	42,383	41,899	484	1.2
International Mail:												
Outbound Priority Mail International	64,732	86,695	(21,963)	(25.3)	1,105	1,486	(381)	(25.7)	6,316	9,350	(3,035)	(32.5)
Outbound International Expedited Services	13,914	25,060	(11,146)	(44.5)	158	300	(142)	(47.3)	807	1,635	(828)	(50.6)
Other Outbound International Mail	160,184	165,278	(5,094)	(3.1)	29,777	34,249	(4,473)	(13.1)	18,477	18,924	(446)	(2.4)
Inbound International 3/ 5/	196,121	61,054	135,068	221.2	74,389	3,479	70,910	2,038.3	61,514	25,262	36,251	143.5
International Mail Fees	1	2	(1)	(32.7)	-	-	-	-	-	-	-	-
Total International Mail	434,953	338,089	96,864	28.7	105,429	39,514	65,915	166.8	87,114	55,172	31,943	57.9
Total Competitive Mail	8,520,580	5,553,211	2,967,368	53.4	2,084,562	1,315,128	769,433	58.5	4,123,139	2,471,491	1,651,648	66.8

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services	7,126	3,615	3,511	97.1	1,022	456	566	124.1				
International Ancillary Services	17,460	1,003	16,457	1,640.7	9,773	969	8,803	908.0				
Total Ancillary Services	24,586	4,618	19,968	432.4	10,795	1,425	9,369	657.3				
Special Services:												
Premium Forwarding Service	5,949	5,217	733	14.0	248	226	21	9.5				
Intl. Money Orders & Money Transfer Service	78	210	(133)	(63.0)	9	19	(10)	(52.9)				
Other Domestic Special Services	244,318	218,777	25,541	11.7	28,152	23,024	5,127	22.3				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	250,345	224,204	26,141	11.7	28,408	23,270	5,139	22.1				
Total Competitive Services	274,931	228,822	46,109	20.2	39,203	24,695	14,508	58.7				
Total Competitive Mail and Services	8,795,511	5,782,034	3,013,477	52.1								
Other Competitive Revenue	30,201	38,711	(8,510)	(22.0)								
Total Competitive Revenue	8,825,712	5,820,745	3,004,967	51.6								

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	16,934,134	16,018,663	915,472	5.7	26,570,079	33,663,817	(7,093,738)	(21.1)	6,317,801	5,491,804	825,997	15.0
Total All Services	653,510	670,656	(17,146)	(2.6)	137,594	1,404,483	(1,266,889)	(90.2)				
Total All Mail and Services	17,587,644	16,689,319	898,326	5.4								
Total All Other Revenue	60,929	440,865	(379,937)	(86.2)								
Total All Revenue	17,648,573	17,130,184	518,389	3.0								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ See Order Approving the transfer of Market Dominant Negotiated Service Agreements to the Competitive Product List, Order No. 5437, PRC Docket No. MC2020-73 (February 19, 2020).

5/ See Order Granting Postal Service's Motion and Approving Prices for Inbound Letter Post Small Packets and Bulky Letters, Order No. 5372, PRC Docket Nos. MC2019-17 & CP2019-155 (December 19, 2019) (approving motion to effectuate the transfer as of January 1, 2020).

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

3/ See Order Approving the transfer of Market Dominant Negotiated Service Agreements to the Competitive Product List, Order No. 5437, PRC Docket No. MC2020-73 (February 19, 2020).

5/ See Order Granting Postal Service's Motion and Approving Prices for Inbound Letter Post Small Packets and Bulky Letters, Order No. 5372, PRC Docket Nos. MC2019-17 & CP2019-155 (December 19, 2019) (approving motion to effectuate the transfer as of January 1, 2020).

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred).

- Report totals may not sum due to rounding.

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
First-Class Mail:												
Single-Piece Letters	6,233,562	6,444,396	(210,834)	(3.3)	11,524,586	12,508,337	(983,751)	(7.9)	338,341	366,008	(27,668)	(7.6)
Single-Piece Cards	132,604	154,422	(21,818)	(14.1)	363,254	426,920	(63,666)	(14.9)	2,335	2,741	(405)	(14.8)
Total Single-Piece Letters and Cards	6,366,166	6,598,818	(232,652)	(3.5)	11,887,840	12,935,257	(1,047,417)	(8.1)	340,676	368,749	(28,073)	(7.6)
Presort Letters	10,290,545	10,425,218	(134,672)	(1.3)	26,169,638	26,827,929	(658,291)	(2.5)	1,487,727	1,549,241	(61,514)	(4.0)
Presort Cards	406,455	380,952	25,503	6.7	1,549,695	1,458,231	91,464	6.3	12,664	11,913	751	6.3
Total Presort Letters and Cards	10,697,000	10,806,170	(109,170)	(1.0)	27,719,333	28,286,160	(566,827)	(2.0)	1,500,391	1,561,154	(60,763)	(3.9)
Flats	1,183,634	1,294,260	(110,626)	(8.5)	924,298	1,003,362	(79,064)	(7.9)	188,187	202,905	(14,717)	(7.3)
Domestic NSA Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	117,914	150,580	(32,666)	(21.7)	79,857	103,263	(23,406)	(22.7)	4,020	5,316	(1,296)	(24.4)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	263,099	644,286	(381,187)	(59.2)	201,159	443,710	(242,551)	(54.7)	81,261	182,459	(101,198)	(55.5)
First-Class Mail Fees	80,852	81,278	(426)	(0.5)	-	-	-	-	-	-	-	-
Total First-Class Mail	18,708,666	19,575,393	(866,727)	(4.4)	40,812,488	42,771,752	(1,959,264)	(4.6)	2,114,536	2,320,583	(206,047)	(8.9)
USPS Marketing Mail:												
High Density and Saturation Letters	807,463	900,741	(93,278)	(10.4)	4,755,844	5,496,244	(740,400)	(13.5)	184,466	220,624	(36,158)	(16.4)
High Density and Saturation Flats & Parcels	1,418,094	1,562,711	(144,617)	(9.3)	7,923,805	8,828,111	(904,306)	(10.2)	1,286,756	1,535,806	(249,050)	(16.2)
Carrier Route	1,032,287	1,305,276	(272,989)	(20.9)	3,879,791	4,990,225	(1,110,434)	(22.3)	814,225	1,007,606	(193,381)	(19.2)
Letters	6,185,697	7,290,398	(1,104,700)	(15.2)	29,169,643	34,649,705	(5,480,061)	(15.8)	1,430,161	1,690,897	(260,735)	(15.4)
Flats	1,035,773	1,180,921	(145,148)	(12.3)	2,457,044	2,894,480	(437,436)	(15.1)	620,566	721,694	(101,128)	(14.0)
Parcels	37,989	37,147	842	2.3	28,614	28,424	191	0.7	11,571	11,548	23	0.2
Every Door Direct Mail Retail	74,733	91,836	(17,103)	(18.6)	395,195	501,530	(106,335)	(21.2)	50,126	63,614	(13,488)	(21.2)
Domestic NSA Mail	0	0	-	-	0	0	-	-	0	0	-	-
USPS Marketing Mail Fees	22,801	27,791	(4,990)	(18.0)	-	-	-	-	-	-	-	-
Total USPS Marketing Mail	10,614,838	12,396,820	(1,781,983)	(14.4)	48,609,937	57,388,720	(8,778,783)	(15.3)	4,397,872	5,251,789	(853,917)	(16.3)
Periodicals Mail:												
In-County	38,741	41,667	(2,926)	(7.0)	357,998	373,059	(15,061)	(4.0)	83,927	96,734	(12,807)	(13.2)
Outside County	754,394	863,800	(109,406)	(12.7)	2,752,771	3,170,566	(417,795)	(13.2)	923,280	1,102,857	(179,577)	(16.3)
Periodicals Mail Fees	3,814	5,005	(1,191)	(23.8)	-	-	-	-	-	-	-	-
Total Periodicals Mail	796,949	910,472	(113,523)	(12.5)	3,110,769	3,543,625	(432,856)	(12.2)	1,007,207	1,199,591	(192,384)	(16.0)
Package Services Mail:												
Alaska Bypass	23,258	23,864	(606)	(2.5)	915	960	(45)	(4.7)	61,637	64,651	(3,015)	(4.7)
Bound Printed Matter Flats	128,560	142,525	(13,964)	(9.8)	169,018	190,204	(21,187)	(11.1)	296,226	322,651	(26,425)	(8.2)
Bound Printed Matter Parcels	218,016	237,507	(19,491)	(8.2)	196,147	217,358	(21,211)	(9.8)	386,395	448,215	(61,821)	(13.8)
Media and Library Mail	250,504	210,187	40,317	19.2	70,647	59,712	10,935	18.3	143,530	128,361	15,169	11.8
Package Services Mail Fees	741	920	(179)	(19.4)	-	-	-	-	-	-	-	-
Total Package Services Mail	621,079	615,003	6,076	1.0	436,727	468,235	(31,508)	(6.7)	887,788	963,879	(76,091)	(7.9)

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent
U.S. Postal Service Mail	-	-	-	-	222,839	220,199	2,640	1.2	80,575	77,877	2,698	3.5
Free Mail	-	-	-	-	19,556	25,862	(6,307)	(24.4)	7,510	9,358	(1,848)	(19.8)
Total Market Dominant Mail	30,741,531	33,497,688	(2,756,157)	(8.2)	93,212,315	104,418,393	(11,206,077)	(10.7)	8,495,487	9,823,077	(1,327,590)	(13.5)
Ancillary Services:												
Certified Mail	460,812	492,940	(32,128)	(6.5)	129,842	141,211	(11,369)	(8.1)				
Collect on Delivery	2,628	3,120	(493)	(15.8)	223	274	(51)	(18.5)				
Delivery Confirmation	469	620	(151)	(24.4)	1,564,212	4,147,901	(2,583,689)	(62.3)				
Insurance	66,551	59,722	6,829	11.4	12,432	11,215	1,217	10.9				
Registered Mail	14,902	18,588	(3,685)	(19.8)	847	1,125	(278)	(24.7)				
Return Receipts	213,247	235,859	(22,612)	(9.6)	91,558	103,327	(11,769)	(11.4)				
Stamped Envelopes and Cards	9,255	5,749	3,506	61.0	-	-	-	-				
Other Domestic Ancillary Services	64,327	55,014	9,313	16.9	20,674	17,930	2,743	15.3				
International Ancillary Services	20,905	44,525	(23,620)	(53.0)	8,960	22,186	(13,226)	(59.6)				
Other NSA Ancillary Services	4,261	1,908	2,353	123.3	1,792	819	973	118.9				
Total Ancillary Services	857,358	918,045	(60,687)	(6.6)	1,830,540	4,445,988	(2,615,448)	(58.8)				
Special Services:												
Money Orders	106,784	110,967	(4,182)	(3.8)	58,308	61,454	(3,146)	(5.1)				
Post Office Box Service 3/	223,189	216,259	6,930	3.2	5,549	5,669	(121)	(2.1)				
Other Domestic Special Services	71,500	74,945	(3,444)	(4.6)	565	755	(189)	(25.1)				
Other International Special Services	0	0	-	-	0	0	-	-				
Total Additional Special Services	401,474	402,171	(697)	(0.2)	64,422	67,878	(3,456)	(5.1)				
Total Market Dominant Services	1,258,832	1,320,215	(61,383)	(4.6)	1,894,962	4,513,866	(2,618,904)	(58.0)				
Total Market Dominant Mail and Services	32,000,363	34,817,904	(2,817,540)	(8.1)								
Other Market Dominant Revenue	589,165	1,062,584	(473,419)	(44.6)								
Total Market Dominant Revenue	32,589,528	35,880,488	(3,290,960)	(9.2)								
									Service Transactions			
									U.S. Postal Service Mail			
									YTD, FY 2020 1/			
									=====			
									Ancillary Services			
									Other Services			
									Total			

14,121
384
14,505

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Priority Mail Express:												
Total Priority Mail Express Mail	508,025	544,320	(36,295)	(6.7)	17,665	19,933	(2,268)	(11.4)	20,747	21,768	(1,022)	(4.7)
First-Class Package Service:												
Total First Class Package Service	4,431,197	3,360,569	1,070,628	31.9	1,313,016	1,062,730	250,285	23.6	498,636	403,885	94,751	23.5
USPS Retail Ground Mail:												
Total USPS Retail Ground	225,447	204,467	20,980	10.3	9,130	9,248	(118)	(1.3)	63,651	63,762	(112)	(0.2)
Priority Mail:												
Total Priority Mail	8,433,005	7,245,903	1,187,101	16.4	923,722	835,653	88,069	10.5	2,489,698	2,181,588	308,109	14.1
Parcel Select Mail:												
Total Parcel Select Mail	6,332,728	5,140,006	1,192,722	23.2	2,567,328	2,229,816	337,512	15.1	7,836,657	5,414,197	2,422,460	44.7
Parcel Return Service Mail:												
Total Parcel Return Service Mail	148,552	159,583	(11,031)	(6.9)	53,039	59,643	(6,604)	(11.1)	137,395	157,214	(19,818)	(12.6)
International Mail:												
Outbound Priority Mail International	259,997	274,730	(14,733)	(5.4)	4,224	4,560	(336)	(7.4)	25,717	29,693	(3,976)	(13.4)
Outbound International Expedited Services	58,901	79,497	(20,595)	(25.9)	684	960	(276)	(28.7)	3,331	5,577	(2,246)	(40.3)
Other Outbound International Mail	514,385	521,099	(6,714)	(1.3)	103,882	111,489	(7,606)	(6.8)	59,523	60,158	(634)	(1.1)
Inbound International 4/ 5/	534,415	194,187	340,228	175.2	179,181	11,226	167,955	1,496.1	168,330	82,701	85,629	103.5
International Mail Fees	5	5	(1)	(12.7)	-	-	-	-	-	-	-	-
Total International Mail	1,367,703	1,069,518	298,185	27.9	287,971	128,235	159,736	124.6	256,902	178,129	78,773	44.2
Total Competitive Mail	21,446,657	17,724,366	3,722,291	21.0	5,171,872	4,345,259	826,613	19.0	11,303,685	8,420,543	2,883,142	34.2

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Amount	FY 2020	FY 2019	FY 2020 over FY 2019	Amount	FY 2020	FY 2019	FY 2020 over FY 2019	Amount
				Percent				Percent				Percent
Ancillary Services:												
Other Domestic Ancillary Services	13,899	10,298	3,601	35.0	1,900	1,228	673	54.8				
International Ancillary Services	32,547	3,071	29,476	959.7	19,467	3,519	15,948	453.2				
Total Ancillary Services	46,446	13,369	33,076	247.4	21,367	4,747	16,621	350.2				
Special Services:												
Premium Forwarding Service	21,628	20,358	1,270	6.2	918	910	7	0.8				
Intl. Money Orders & Money Transfer Service	319	664	(345)	(52.0)	29	63	(33)	(53.1)				
Other Domestic Special Services 3/	709,771	652,770	57,000	8.7	62,938	61,038	1,900	3.1				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	731,717	673,793	57,925	8.6	63,885	62,011	1,874	3.0				
Total Competitive Services	778,163	687,162	91,001	13.2	85,252	66,758	18,495	27.7				
Total Competitive Mail and Services	22,224,820	18,411,528	3,813,292	20.7								
Other Competitive Revenue	105,592	123,063	(17,470)	(14.2)								
Total Competitive Revenue	22,330,412	18,534,591	3,795,821	20.5								

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category =====	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
Total Market Dominant and Competitive												
Total All Mail	52,188,188	51,222,054	966,134	1.9	98,384,188	108,763,652	(10,379,464)	(9.5)	19,799,172	18,243,620	1,555,552	8.5
Total All Services	2,036,995	2,007,378	29,618	1.5	1,980,214	4,580,623	(2,600,409)	(56.8)				
Total All Mail and Services	54,225,183	53,229,432	995,752	1.9								
Total All Other Revenue	694,757	1,185,647	(490,890)	(41.4)								
Total All Revenue	54,919,940	54,415,078	504,862	0.9								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

4/ See Order Approving the transfer of Market Dominant Negotiated Service Agreements to the Competitive Product List, Order No. 5437, PRC Docket No. MC2020-73 (February 19, 2020).

5/ See Order Granting Postal Service's Motion and Approving Prices for Inbound Letter Post Small Packets and Bulky Letters, Order No. 5372, PRC Docket Nos. MC2019-17 & CP2019-155 (December 19, 2019) (approving motion to effectuate the transfer as of January 1, 2020).

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

4/ See Order Approving the transfer of Market Dominant Negotiated Service Agreements to the Competitive Product List, Order No. 5437, PRC Docket No. MC2020-73 (February 19, 2020).

5/ See Order Granting Postal Service's Motion and Approving Prices for Inbound Letter Post Small Packets and Bulky Letters, Order No. 5372, PRC Docket Nos. MC2019-17 & CP2019-155 (December 19, 2019) (approving motion to effectuate the transfer as of January 1, 2020).

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

- Report totals may not sum due to rounding.

TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
First-Class Mail:												
Single-Piece Letters	1,834,209	1,965,999	(131,790)	(6.7)	3,359,741	3,708,967	(349,226)	(9.4)	98,053	108,440	(10,387)	(9.6)
Single-Piece Cards	38,106	46,900	(8,794)	(18.8)	103,788	128,437	(24,649)	(19.2)	667	826	(159)	(19.2)
Total Single-Piece Letters and Cards	1,872,315	2,012,899	(140,584)	(7.0)	3,463,529	3,837,404	(373,875)	(9.7)	98,720	109,266	(10,546)	(9.7)
Presort Letters	3,094,737	3,316,702	(221,965)	(6.7)	7,820,120	8,494,598	(674,478)	(7.9)	447,460	492,708	(45,248)	(9.2)
Presort Cards	117,701	119,805	(2,105)	(1.8)	446,490	458,225	(11,736)	(2.6)	3,648	3,744	(96)	(2.6)
Total Presort Letters and Cards	3,212,438	3,436,507	(224,069)	(6.5)	8,266,609	8,952,823	(686,214)	(7.7)	451,108	496,452	(45,344)	(9.1)
Flats	2,959	2,975	(16)	(0.5)	1,781	1,981	(200)	(10.1)	550	674	(124)	(18.4)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	5,087,712	5,452,381	(364,669)	(6.7)	11,731,919	12,792,208	(1,060,290)	(8.3)	550,378	606,392	(56,014)	(9.2)
USPS Marketing Mail:												
High Density and Saturation Letters	209,648	293,642	(83,994)	(28.6)	1,217,520	1,749,749	(532,229)	(30.4)	43,643	72,253	(28,610)	(39.6)
High Density and Saturation Flats & Parcels	7,328	12,243	(4,915)	(40.1)	41,554	69,624	(28,070)	(40.3)	1,904	3,249	(1,346)	(41.4)
Carrier Route	2,004	2,643	(639)	(24.2)	7,532	10,178	(2,645)	(26.0)	262	404	(142)	(35.2)
Letters	1,383,314	2,353,132	(969,818)	(41.2)	6,539,467	10,915,467	(4,375,999)	(40.1)	315,624	527,411	(211,788)	(40.2)
Flats	113	266	(153)	(57.5)	213	454	(241)	(53.1)	67	133	(66)	(49.8)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	1,602,407	2,661,926	(1,059,519)	(39.8)	7,806,287	12,745,471	(4,939,184)	(38.8)	361,499	603,451	(241,952)	(40.1)
Periodicals Mail:												
In-County	116	176	(60)	(34.2)	1,362	1,991	(629)	(31.6)	48	96	(48)	(50.5)
Outside County	851	1,197	(347)	(29.0)	3,274	4,666	(1,392)	(29.8)	281	422	(141)	(33.4)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	967	1,374	(407)	(29.6)	4,636	6,657	(2,021)	(30.4)	328	518	(189)	(36.6)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	59,227	65,797	(6,570)	(10.0)	1,129	1,400	(271)	(19.3)
Free Mail	0	0	0	0.0	879	1,263	(384)	(30.4)	205	42	163	388.1
Total Market Dominant Mail	6,691,086	8,115,681	(1,424,595)	(17.6)	19,602,947	25,611,397	(6,008,450)	(23.5)	913,539	1,211,802	(298,263)	(24.6)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Other NSA Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	6,691,086	8,115,681	(1,424,595)	(17.6)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	6,691,086	8,115,681	(1,424,595)	(17.6)								

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2018	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	3,985	17,855	(13,871)	(77.7)	1,563	8,272	(6,709)	(81.1)	53	370	(317)	(85.7)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2018	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Revenue	3,985	17,855	(13,871)	(77.7)	1,563	8,272	(6,709)	(81.1)	53	370	(317)	(85.7)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	6,695,070	8,133,536	(1,438,466)	(17.7)	19,604,510	25,619,669	(6,015,159)	(23.5)	913,592	1,212,172	(298,580)	(24.6)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	6,695,070	8,133,536	(1,438,466)	(17.7)	19,604,510	25,619,669	(6,015,159)	(23.5)	913,592	1,212,172	(298,580)	(24.6)
Total All Other Revenue												
Total All Revenue	6,695,070	8,133,536	(1,438,466)	(17.7)								

TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	FY 2020 over FY 2019	FY 2020	FY 2019	FY 2020 over FY 2019	FY 2020 over FY 2019	FY 2020	FY 2019	FY 2020 over FY 2019	FY 2020 over FY 2019
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
First-Class Mail:												
Single-Piece Letters	6,233,562	6,444,396	(210,834)	(3.3)	11,524,586	12,508,337	(983,751)	(7.9)	338,341	366,008	(27,668)	(7.6)
Single-Piece Cards	132,604	154,422	(21,818)	(14.1)	363,254	426,920	(63,666)	(14.9)	2,335	2,741	(405)	(14.8)
Total Single-Piece Letters and Cards	6,366,166	6,598,818	(232,652)	(3.5)	11,887,840	12,935,257	(1,047,417)	(8.1)	340,676	368,749	(28,073)	(7.6)
Presort Letters	10,290,545	10,425,218	(134,672)	(1.3)	26,169,638	26,827,929	(658,291)	(2.5)	1,487,727	1,549,241	(61,514)	(4.0)
Presort Cards	406,455	380,952	25,503	6.7	1,549,695	1,458,231	91,464	6.3	12,664	11,913	751	6.3
Total Presort Letters and Cards	10,697,000	10,806,170	(109,170)	(1.0)	27,719,333	28,286,160	(566,827)	(2.0)	1,500,391	1,561,154	(60,763)	(3.9)
Flats	8,977	9,598	(621)	(6.5)	6,383	5,931	452	7.6	2,014	1,918	95	5.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	17,072,143	17,414,586	(342,443)	(2.0)	39,613,556	41,227,348	(1,613,792)	(3.9)	1,843,081	1,931,821	(88,740)	(4.6)
USPS Marketing Mail:												
High Density and Saturation Letters	807,463	900,741	(93,278)	(10.4)	4,755,844	5,496,244	(740,400)	(13.5)	184,466	220,624	(36,158)	(16.4)
High Density and Saturation Flats & Parcels	64,284	36,363	27,921	76.8	350,630	215,022	135,607	63.1	8,470	9,415	(945)	(10.0)
Carrier Route	7,461	9,027	(1,566)	(17.4)	28,440	35,373	(6,933)	(19.6)	1,013	1,318	(305)	(23.1)
Letters	6,185,696	7,290,398	(1,104,702)	(15.2)	29,169,637	34,649,705	(5,480,068)	(15.8)	1,430,161	1,690,897	(260,735)	(15.4)
Flats	458	573	(115)	(20.1)	882	1,012	(130)	(12.9)	286	311	(25)	(8.0)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	7,065,362	8,237,103	(1,171,740)	(14.2)	34,305,432	40,397,356	(6,091,924)	(15.1)	1,624,396	1,922,565	(298,169)	(15.5)
Periodicals Mail:												
In-County	420	508	(89)	(17.4)	4,708	5,673	(965)	(17.0)	200	268	(68)	(25.5)
Outside County	2,939	3,463	(525)	(15.1)	11,372	14,206	(2,834)	(19.9)	1,025	1,289	(264)	(20.5)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	3,359	3,972	(613)	(15.4)	16,080	19,879	(3,799)	(19.1)	1,225	1,557	(332)	(21.4)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent
U.S. Postal Service Mail	0	0	0	0.0	191,434	188,440	2,995	1.6	4,112	4,375	(262)	(6.0)
Free Mail	0	0	0	0.0	3,715	3,199	517	16.1	283	131	153	117.1
Total Market Dominant Mail	24,140,864	25,655,661	(1,514,796)	(5.9)	74,130,217	81,836,221	(7,706,004)	(9.4)	3,473,097	3,860,448	(387,351)	(10.0)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Other NSA Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	24,140,864	25,655,661	(1,514,796)	(5.9)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	24,140,864	25,655,661	(1,514,796)	(5.9)								

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Amount	FY 2020	FY 2019	FY 2020 over FY 2019	Amount	FY 2020	FY 2019	FY 2020 over FY 2019	Amount
				Percent				Percent				Percent
Total Competitive Mail	24,821	60,795	(35,974)	(59.2)	10,194	29,855	(19,661)	(65.9)	463	1,123	(660)	(58.8)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Total Competitive Revenue	24,821	60,795	(35,974)	(59.2)	10,194	29,855	(19,661)	(65.9)	463	1,123	(660)	(58.8)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	24,165,685	25,716,456	(1,550,771)	(6.0)	74,140,411	81,866,075	(7,725,664)	(9.4)	3,473,560	3,861,571	(388,011)	(10.0)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	24,165,685	25,716,456	(1,550,771)	(6.0)	74,140,411	81,866,075	(7,725,664)	(9.4)	3,473,560	3,861,571	(388,011)	(10.0)
Total All Other Revenue												
Total All Revenue	24,165,685	25,716,456	(1,550,771)	(6.0)								

TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	367,611	376,798	(9,187)	(2.4)	275,517	308,950	(33,433)	(10.8)	56,021	61,323	(5,302)	(8.6)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	367,611	376,798	(9,187)	(2.4)	275,517	308,950	(33,433)	(10.8)	56,021	61,323	(5,302)	(8.6)
USPS Marketing Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	354,839	491,440	(136,601)	(27.8)	2,033,135	2,711,393	(678,258)	(25.0)	299,245	493,984	(194,738)	(39.4)
Carrier Route	188,340	325,474	(137,134)	(42.1)	707,789	1,228,029	(520,240)	(42.4)	146,349	260,609	(114,261)	(43.8)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	254,887	343,441	(88,554)	(25.8)	585,761	817,938	(232,176)	(28.4)	152,954	208,647	(55,694)	(26.7)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	20,342	31,714	(11,372)	(35.9)	106,504	169,594	(63,091)	(37.2)	13,509	21,511	(8,002)	(37.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	818,409	1,192,069	(373,661)	(31.3)	3,433,189	4,926,954	(1,493,766)	(30.3)	612,057	984,752	(372,695)	(37.8)
Periodicals Mail:												
In-County	11,339	14,066	(2,728)	(19.4)	110,402	124,783	(14,381)	(11.5)	22,103	32,549	(10,446)	(32.1)
Outside County	230,556	284,270	(53,713)	(18.9)	864,770	1,050,209	(185,439)	(17.7)	272,018	359,471	(87,453)	(24.3)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	241,895	298,336	(56,441)	(18.9)	975,173	1,174,992	(199,819)	(17.0)	294,121	392,019	(97,899)	(25.0)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	34,673	42,782	(8,109)	(19.0)	45,990	57,001	(11,010)	(19.3)	84,751	100,081	(15,330)	(15.3)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	5,844	5,356	488	9.1	1,934	1,822	112	6.2	1,692	1,413	279	19.7
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	40,517	48,138	(7,621)	(15.8)	47,925	58,823	(10,898)	(18.5)	86,444	101,495	(15,051)	(14.8)

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	6,149	6,769	(620)	(9.2)	1,061	1,196	(135)	(11.3)
Free Mail	0	0	0	0.0	1,172	1,644	(473)	(28.7)	355	450	(95)	(21.2)
Total Market Dominant Mail	1,468,431	1,915,341	(446,910)	(23.3)	4,739,123	6,478,133	(1,739,009)	(26.8)	1,050,058	1,541,235	(491,177)	(31.9)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Other NSA Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	1,468,431	1,915,341	(446,910)	(23.3)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	1,468,431	1,915,341	(446,910)	(23.3)								

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2018	FY 2020 over FY 2019 Amount	Percent
Total Competitive Mail	286,348	257,035	29,313	11.4	62,364	46,696	15,668	33.6	22,895	19,262	3,634	18.9

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2018	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Revenue	286,348	257,035	29,313	11.4	62,364	46,696	15,668	33.6	22,895	19,262	3,634	18.9

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	1,754,780	2,172,376	(417,597)	(19.2)	4,801,488	6,524,829	(1,723,341)	(26.4)	1,072,953	1,560,497	(487,543)	(31.2)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,754,780	2,172,376	(417,597)	(19.2)	4,801,488	6,524,829	(1,723,341)	(26.4)	1,072,953	1,560,497	(487,543)	(31.2)
Total All Other Revenue												
Total All Revenue	1,754,780	2,172,376	(417,597)	(19.2)								

TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	1,174,657	1,284,615	(109,958)	(8.6)	917,915	997,419	(79,503)	(8.0)	186,174	200,985	(14,811)	(7.4)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,174,657	1,284,615	(109,958)	(8.6)	917,915	997,419	(79,503)	(8.0)	186,174	200,985	(14,811)	(7.4)
USPS Marketing Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	1,353,805	1,526,175	(172,369)	(11.3)	7,573,162	8,612,601	(1,039,438)	(12.1)	1,278,285	1,526,358	(248,073)	(16.3)
Carrier Route	1,024,825	1,296,234	(271,409)	(20.9)	3,851,349	4,954,819	(1,103,470)	(22.3)	813,212	1,006,276	(193,064)	(19.2)
Letters	2	0	2	0.0	7	0	7	0.0	0	0	0	0.0
Flats	1,035,207	1,179,988	(144,782)	(12.3)	2,455,926	2,892,671	(436,745)	(15.1)	620,273	721,354	(101,081)	(14.0)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	74,733	91,836	(17,103)	(18.6)	395,195	501,530	(106,335)	(21.2)	50,126	63,614	(13,488)	(21.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	3,488,572	4,094,233	(605,662)	(14.8)	14,275,639	16,961,621	(2,685,982)	(15.8)	2,761,897	3,317,602	(555,705)	(16.8)
Periodicals Mail:												
In-County	38,271	41,109	(2,838)	(6.9)	352,952	367,088	(14,136)	(3.9)	83,575	96,313	(12,738)	(13.2)
Outside County	749,647	858,276	(108,629)	(12.7)	2,739,469	3,154,053	(414,583)	(13.1)	918,518	1,097,473	(178,955)	(16.3)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	787,918	899,385	(111,467)	(12.4)	3,092,421	3,521,141	(428,719)	(12.2)	1,002,093	1,193,785	(191,692)	(16.1)
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	128,560	142,525	(13,964)	(9.8)	169,018	190,204	(21,187)	(11.1)	296,226	322,651	(26,425)	(8.2)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	16,554	15,612	943	6.0	5,609	5,407	202	3.7	4,379	4,109	271	6.6
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	145,114	158,136	(13,022)	(8.2)	174,627	195,612	(20,985)	(10.7)	300,606	326,760	(26,154)	(8.0)

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	17,780	19,068	(1,288)	(6.8)	3,262	3,312	(50)	(1.5)
Free Mail	0	0	0	0.0	4,342	4,941	(599)	(12.1)	1,219	1,290	(71)	(5.5)
Total Market Dominant Mail	5,596,261	6,436,369	(840,109)	(13.1)	18,482,725	21,699,802	(3,217,077)	(14.8)	4,255,250	5,043,734	(788,485)	(15.6)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Other NSA Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	5,596,261	6,436,369	(840,109)	(13.1)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	5,596,261	6,436,369	(840,109)	(13.1)								

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Amount	FY 2020	FY 2019	FY 2020 over FY 2019	Amount	FY 2020	FY 2019	FY 2020 over FY 2019	Amount
				Percent				Percent				Percent
Total Competitive Mail	781,595	761,040	20,555	2.7	153,051	146,178	6,873	4.7	60,515	60,865	(350)	(0.6)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Total Competitive Revenue	781,595	761,040	20,555	2.7	153,051	146,178	6,873	4.7	60,515	60,865	(350)	(0.6)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	=====				=====				=====			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
=====	=====	=====	Amount	Percent	=====	=====	Amount	Percent	=====	=====	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	6,377,856	7,197,409	(819,554)	(11.4)	18,635,776	21,845,979	(3,210,204)	(14.7)	4,315,765	5,104,599	(788,834)	(15.5)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	6,377,856	7,197,409	(819,554)	(11.4)	18,635,776	21,845,979	(3,210,204)	(14.7)	4,315,765	5,104,599	(788,834)	(15.5)
Total All Other Revenue												
Total All Revenue	6,377,856	7,197,409	(819,554)	(11.4)								

TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	11	(11)	(100.0)	0	3	(3)	(100.0)	0	0	(0)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	0	11	(11)	(100.0)	0	3	(3)	(100.0)	0	0	(0)	(100.0)
USPS Marketing Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	16	(15)	(93.8)	1	50	(49)	(98.0)	0	4	(4)	(100.0)
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	14	121	(108)	(89.3)	30	263	(233)	(88.6)	1	11	(10)	(90.9)
Parcels	10,903	11,821	(918)	(7.8)	7,867	8,783	(916)	(10.4)	3,333	4,027	(694)	(17.2)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	10,917	11,958	(1,041)	(8.7)	7,897	9,095	(1,198)	(13.2)	3,334	4,041	(708)	(17.5)
Periodicals Mail:												
In-County	13	16	(3)	(20.4)	112	111	1	1.2	33	47	(15)	(31.9)
Outside County	516	673	(157)	(23.3)	552	762	(210)	(27.6)	1,062	1,288	(227)	(17.6)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	529	689	(160)	(23.3)	665	874	(209)	(23.9)	1,094	1,336	(241)	(18.1)
Package Services Mail:												
Alaska Bypass	8,458	7,817	642	8.2	331	311	19	6.2	22,267	20,972	1,295	6.2
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	72,092	65,724	6,368	9.7	66,681	59,401	7,280	12.3	119,385	118,769	616	0.5
Media and Library Mail	92,846	62,864	29,982	47.7	26,027	17,249	8,778	50.9	54,012	39,887	14,126	35.4
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	173,396	136,405	36,992	27.1	93,038	76,961	16,077	20.9	195,664	179,627	16,037	8.9

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	5,259	3,713	1,547	41.7	28,082	20,988	7,094	33.8
Free Mail	0	0	0	0.0	2,509	6,240	(3,731)	(59.8)	1,508	2,728	(1,219)	(44.7)
Total Market Dominant Mail	184,842	149,062	35,780	24.0	109,369	96,886	12,483	12.9	229,683	208,720	20,963	10.0
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Other NSA Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	184,842	149,062	35,780	24.0								
Other Market Dominant Revenue												
Total Market Dominant Revenue	184,842	149,062	35,780	24.0								

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2018	FY 2020 over FY 2019 Amount	Percent
Total Competitive Mail	7,547,136	4,754,996	2,792,140	58.7	1,909,744	1,213,950	695,795	57.3	4,005,912	2,389,704	1,616,208	67.6

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2018	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Revenue	7,547,136	4,754,996	2,792,140	58.7	1,909,744	1,213,950	695,795	57.3	4,005,912	2,389,704	1,616,208	67.6

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	7,731,978	4,904,058	2,827,919	57.7	2,019,113	1,310,836	708,278	54.0	4,235,595	2,598,424	1,637,171	63.0
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	7,731,978	4,904,058	2,827,919	57.7	2,019,113	1,310,836	708,278	54.0	4,235,595	2,598,424	1,637,171	63.0
Total All Other Revenue												
Total All Revenue	7,731,978	4,904,058	2,827,919	57.7								

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	47	(47)	(100.0)	0	13	(13)	(100.0)	0	1	(1)	(100.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	0	47	(47)	(100.0)	0	13	(13)	(100.0)	0	1	(1)	(100.0)
USPS Marketing Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	5	173	(169)	(97.4)	13	488	(475)	(97.4)	1	32	(31)	(96.4)
Carrier Route	1	14	(13)	(93.0)	2	33	(31)	(93.3)	1	12	(12)	(95.8)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	108	359	(251)	(69.8)	236	797	(561)	(70.4)	7	30	(23)	(75.9)
Parcels	37,989	37,147	842	2.3	28,614	28,424	191	0.7	11,571	11,548	23	0.2
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	38,103	37,694	409	1.1	28,865	29,742	(877)	(2.9)	11,580	11,622	(42)	(0.4)
Periodicals Mail:												
In-County	51	50	1	1.2	338	298	40	13.4	153	153	(1)	(0.6)
Outside County	1,808	2,061	(253)	(12.3)	1,929	2,307	(378)	(16.4)	3,737	4,096	(358)	(8.7)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,859	2,111	(252)	(11.9)	2,268	2,606	(338)	(13.0)	3,890	4,249	(359)	(8.5)
Package Services Mail:												
Alaska Bypass	23,234	23,864	(629)	(2.6)	915	960	(45)	(4.7)	61,637	64,651	(3,015)	(4.7)
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	218,005	237,507	(19,502)	(8.2)	196,147	217,358	(21,211)	(9.8)	386,395	448,215	(61,821)	(13.8)
Media and Library Mail	233,438	194,495	38,943	20.0	65,038	54,304	10,733	19.8	139,152	124,252	14,900	12.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	474,677	455,866	18,811	4.1	262,100	272,623	(10,523)	(3.9)	587,183	637,119	(49,936)	(7.8)

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	13,624	12,691	933	7.4	73,201	70,191	3,010	4.3
Free Mail	0	0	0	0.0	11,499	17,723	(6,224)	(35.1)	6,008	7,937	(1,930)	(24.3)
Total Market Dominant Mail	514,639	495,718	18,921	3.8	318,356	335,398	(17,042)	(5.1)	681,861	731,120	(49,259)	(6.7)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Other NSA Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	514,639	495,718	18,921	3.8								
Other Market Dominant Revenue												
Total Market Dominant Revenue	514,639	495,718	18,921	3.8								

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
Total Competitive Mail	18,662,514	15,283,038	3,379,476	22.1	4,703,062	4,021,058	682,004	17.0	10,965,059	8,158,658	2,806,401	34.4

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Total Competitive Revenue	18,662,514	15,283,038	3,379,476	22.1	4,703,062	4,021,058	682,004	17.0	10,965,059	8,158,658	2,806,401	34.4

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
	Amount	Amount	Amount	Percent	Amount	Amount	Amount	Percent	Amount	Amount	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	19,177,152	15,778,755	3,398,397	21.5	5,021,418	4,356,455	664,962	15.3	11,646,920	8,889,778	2,757,142	31.0
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	19,177,152	15,778,755	3,398,397	21.5	5,021,418	4,356,455	664,962	15.3	11,646,920	8,889,778	2,757,142	31.0
Total All Other Revenue												
Total All Revenue	19,177,152	15,778,755	3,398,397	21.5								

TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
First-Class Mail:												
Single-Piece Letters	1,115,201	1,105,413	9,788	0.9	1,993,395	2,063,887	(70,492)	(3.4)	48,966	50,942	(1,976)	(3.9)
Single-Piece Cards	21,970	25,716	(3,745)	(14.6)	58,375	68,959	(10,583)	(15.3)	365	431	(66)	(15.3)
Total Single-Piece Letters and Cards	1,137,171	1,131,129	6,043	0.5	2,051,770	2,132,846	(81,075)	(3.8)	49,330	51,373	(2,042)	(4.0)
Presort Letters	35,012	41,249	(6,238)	(15.1)	84,703	101,858	(17,155)	(16.8)	5,299	6,066	(767)	(12.7)
Presort Cards	396	877	(481)	(54.9)	1,466	3,314	(1,848)	(55.8)	7	21	(14)	(66.0)
Total Presort Letters and Cards	35,408	42,126	(6,719)	(15.9)	86,169	105,172	(19,003)	(18.1)	5,306	6,087	(781)	(12.8)
Flats	41,010	34,984	6,025	17.2	25,643	23,236	2,407	10.4	4,746	4,494	252	5.6
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,213,589	1,208,239	5,350	0.4	2,163,583	2,261,254	(97,671)	(4.3)	59,382	61,954	(2,572)	(4.2)
USPS Marketing Mail:												
High Density and Saturation Letters	2,723	4,675	(1,952)	(41.7)	15,535	27,082	(11,547)	(42.6)	455	815	(360)	(44.2)
High Density and Saturation Flats & Parcels	496	372	124	33.4	2,611	2,142	470	21.9	112	91	21	23.3
Carrier Route	517	510	7	1.4	2,236	2,421	(186)	(7.7)	347	508	(161)	(31.7)
Letters	110,772	134,953	(24,180)	(17.9)	675,945	782,552	(106,607)	(13.6)	36,290	40,378	(4,088)	(10.1)
Flats	4,024	6,109	(2,084)	(34.1)	13,022	19,867	(6,845)	(34.5)	2,743	3,612	(869)	(24.1)
Parcels	215	33	181	542.8	254	21	233	1110.7	32	2	30	1,613.2
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	118,748	146,651	(27,904)	(19.0)	709,603	834,085	(124,482)	(14.9)	39,979	45,406	(5,427)	(12.0)
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	693	512	181	35.4	212	163	48	29.7	216	220	(4)	(2.0)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	693	512	181	35.4	212	163	48	29.7	216	220	(4)	(2.0)

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	8	0	8	0.0	2	0	2	0.0
Total Market Dominant Mail	1,333,030	1,355,402	(22,373)	(1.7)	2,873,406	3,095,502	(222,097)	(7.2)	99,579	107,581	(8,001)	(7.4)
Ancillary Services:												
Certified Mail	4,929	6,177	(1,248)	(20.2)								
Collect on Delivery	0	13	(13)	(100.0)								
USPS Tracking	0	0	0	0.0								
Insurance	120	432	(312)	(72.1)								
Registered Mail	20	74	(53)	(72.5)								
Return Receipts	1,489	2,086	(597)	(28.6)								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	13	107	(94)	(88.1)								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	0	0	0	0.0								
Total Ancillary Services	6,571	8,888	(2,317)	(26.1)								
Special Services:												
Money Orders	0	0	0	0.0								
Post Office Box Service	0	0	0	0.0								
Other Domestic Special Services	0	0	0	0.0								
Other International Special Services	0	0	0	0.0								
Total Additional Special Services	0	0	0	0.0								
Total Market Dominant Services	6,571	8,888	(2,317)	(26.1)								
Total Market Dominant Mail and Services	1,339,601	1,364,290	(24,690)	(1.8)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	1,339,601	1,364,290	(24,690)	(1.8)								

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over	FY 2019	FY 2020	FY 2019	FY 2020 over	FY 2019	FY 2020	FY 2018	FY 2020 over	FY 2019
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	29,655	22,769	6,887	30.2	6,697	5,524	1,173	21.2	3,639	3,160	480	15.2

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2018	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
Total Competitive Revenue	29,655	22,769	6,887	30.2	6,697	5,524	1,173	21.2	3,639	3,160	480	15.2

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	1,362,685	1,378,171	(15,486)	(1.1)	2,880,103	3,101,027	(220,924)	(7.1)	103,219	110,740	(7,522)	(6.8)
Total All Services	6,571	8,888	(2,317)	(26.1)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,369,256	1,387,059	(17,803)	(1.3)	2,880,103	3,101,027	(220,924)	(7.1)	103,219	110,740	(7,522)	(6.8)
Total All Other Revenue												
Total All Revenue	1,369,256	1,387,059	(17,803)	(1.3)								

TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
First-Class Mail:												
Single-Piece Letters	3,709,791	3,758,119	(48,329)	(1.3)	6,712,941	7,243,148	(530,207)	(7.3)	169,726	182,294	(12,568)	(6.9)
Single-Piece Cards	75,950	87,990	(12,041)	(13.7)	203,935	240,006	(36,071)	(15.0)	1,275	1,500	(225)	(15.0)
Total Single-Piece Letters and Cards	3,785,740	3,846,110	(60,370)	(1.6)	6,916,876	7,483,154	(566,278)	(7.6)	171,000	183,794	(12,793)	(7.0)
Presort Letters	134,655	138,174	(3,519)	(2.5)	329,474	343,565	(14,091)	(4.1)	20,594	20,729	(135)	(0.6)
Presort Cards	2,090	2,429	(339)	(14.0)	7,874	9,204	(1,330)	(14.4)	42	53	(12)	(21.6)
Total Presort Letters and Cards	136,745	140,604	(3,858)	(2.7)	337,349	352,769	(15,420)	(4.4)	20,636	20,782	(146)	(0.7)
Flats	114,844	115,504	(660)	(0.6)	74,761	75,606	(844)	(1.1)	14,295	14,684	(389)	(2.6)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	4,037,329	4,102,218	(64,888)	(1.6)	7,328,986	7,911,529	(582,543)	(7.4)	205,932	219,260	(13,328)	(6.1)
USPS Marketing Mail:												
High Density and Saturation Letters	14,105	13,414	690	5.1	86,564	84,096	2,468	2.9	2,770	2,651	119	4.5
High Density and Saturation Flats & Parcels	1,247	1,212	35	2.9	6,693	6,877	(184)	(2.7)	288	327	(38)	(11.7)
Carrier Route	1,052	1,005	47	4.7	4,301	4,381	(80)	(1.8)	524	669	(145)	(21.6)
Letters	434,223	432,626	1,597	0.4	2,634,974	2,612,706	22,268	0.9	139,817	135,644	4,173	3.1
Flats	12,872	16,629	(3,756)	(22.6)	39,290	52,017	(12,727)	(24.5)	6,858	8,586	(1,728)	(20.1)
Parcels	318	86	232	271.3	333	55	277	499.4	45	6	39	601.8
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	463,817	464,972	(1,155)	(0.2)	2,772,155	2,760,133	12,022	0.4	150,303	147,882	2,420	1.6
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	1,823	1,945	(122)	(6.3)	561	604	(42)	(7.0)	618	853	(235)	(27.5)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	1,823	1,945	(122)	(6.3)	561	604	(42)	(7.0)	618	853	(235)	(27.5)

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	14	2	11	469.9	2	0	2	5,898.3
Total Market Dominant Mail	4,502,970	4,569,135	(66,165)	(1.4)	10,101,716	10,672,268	(570,552)	(5.3)	356,855	367,995	(11,140)	(3.0)
Ancillary Services:												
Certified Mail	17,206	17,932	(726)	(4.0)								
Collect on Delivery	0	13	(13)	(100.0)								
USPS Tracking	0	0	0	0.0								
Insurance	1,027	1,407	(380)	(27.0)								
Registered Mail	104	153	(49)	(32.0)								
Return Receipts	5,000	6,386	(1,386)	(21.7)								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	200	211	(11)	(5.2)								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	0	0	0	0.0								
Total Ancillary Services	23,538	26,102	(2,564)	(9.8)								
Special Services:	0	0	0	0.0								
Money Orders	0	0	0	0.0								
Post Office Box Service	0	0	0	0.0								
Other Domestic Special Services	0	0	0	0.0								
Other International Special Services	0	0	0	0.0								
Total Additional Special Services	0	0	0	0.0								
Total Market Dominant Services	23,538	26,102	(2,564)	(9.8)								
Total Market Dominant Mail and Services	4,526,508	4,595,237	(68,730)	(1.5)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	4,526,508	4,595,237	(68,730)	(1.5)								

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	79,334	78,031	1,303	1.7	17,291	18,863	(1,572)	(8.3)	10,520	11,941	(1,421)	(11.9)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Revenue	79,334	78,031	1,303	1.7	17,291	18,863	(1,572)	(8.3)	10,520	11,941	(1,421)	(11.9)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	4,582,303	4,647,166	(64,862)	(1.4)	10,119,008	10,691,131	(572,124)	(5.4)	367,375	379,936	(12,561)	(3.3)
Total All Services	23,538	26,102	(2,564)	(9.8)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	4,605,841	4,673,268	(67,427)	(1.4)	10,119,008	10,691,131	(572,124)	(5.4)	367,375	379,936	(12,561)	(3.3)
Total All Other Revenue												
Total All Revenue	4,605,841	4,673,268	(67,427)	(1.4)								

TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
			Change				Change				Change	
	Quarter 3		FY 2020 over FY 2019		Quarter 3		FY 2020 over FY 2019		Quarter 3		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
First-Class Mail:												
Single-Piece Letters	599,300	736,269	(136,969)	(18.6)	1,145,968	1,414,057	(268,089)	(19.0)	38,972	48,297	(9,325)	(19.3)
Single-Piece Cards	9,434	12,769	(3,336)	(26.1)	26,210	35,357	(9,146)	(25.9)	164	221	(57)	(25.9)
Total Single-Piece Letters and Cards	608,733	749,038	(140,305)	(18.7)	1,172,178	1,449,414	(277,236)	(19.1)	39,136	48,518	(9,382)	(19.3)
Presort Letters	673,578	778,871	(105,293)	(13.5)	1,697,507	1,992,285	(294,778)	(14.8)	102,369	120,149	(17,780)	(14.8)
Presort Cards	536	614	(78)	(12.7)	2,013	2,317	(304)	(13.1)	21	25	(4)	(14.7)
Total Presort Letters and Cards	674,114	779,485	(105,370)	(13.5)	1,699,520	1,994,601	(295,082)	(14.8)	102,390	120,173	(17,783)	(14.8)
Flats	195,155	217,624	(22,469)	(10.3)	143,561	175,598	(32,038)	(18.2)	27,570	32,532	(4,963)	(15.3)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,478,003	1,746,147	(268,144)	(15.4)	3,015,258	3,619,613	(604,355)	(16.7)	169,096	201,224	(32,128)	(16.0)
USPS Marketing Mail:												
High Density and Saturation Letters	147	549	(402)	(73.2)	822	3,085	(2,263)	(73.4)	38	107	(69)	(64.2)
High Density and Saturation Flats & Parcels	15	31	(16)	(51.6)	55	164	(109)	(66.3)	6	11	(5)	(45.7)
Carrier Route	11	23	(12)	(51.3)	58	111	(53)	(47.9)	3	7	(4)	(59.8)
Letters	39,074	54,427	(15,354)	(28.2)	228,770	299,025	(70,255)	(23.5)	12,853	16,143	(3,290)	(20.4)
Flats	2,336	2,137	199	9.3	7,803	6,725	1,078	16.0	977	1,141	(164)	(14.4)
Parcels	39	33	5	16.2	23	20	3	17.4	5	3	2	58.3
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	41,621	57,201	(15,579)	(27.2)	237,532	309,131	(71,599)	(23.2)	13,882	17,412	(3,531)	(20.3)
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	64,784	42,035	22,749	54.1	18,350	11,987	6,363	53.1	36,995	24,372	12,623	51.8
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	64,784	42,035	22,749	54.1	18,350	11,987	6,363	53.1	36,995	24,372	12,623	51.8

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	1,584,408	1,845,382	(260,974)	(14.1)	3,271,140	3,940,731	(669,591)	(17.0)	219,973	243,008	(23,035)	(9.5)
Ancillary Services:												
Certified Mail	80,446	92,275	(11,829)	(12.8)								
Collect on Delivery	580	915	(335)	(36.6)								
USPS Tracking	0	0	0	0.0								
Insurance	12,781	5,708	7,073	123.9								
Registered Mail	450	659	(209)	(31.7)								
Return Receipts	27,582	38,678	(11,097)	(28.7)								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	21,808	10,157	11,651	114.7								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	226	0	226	0.0								
Total Ancillary Services	143,646	148,392	(4,746)	(3.2)								
Special Services:	0	0	0	0.0								
Money Orders	0	0	0	0.0								
Post Office Box Service	0	0	0	0.0								
Other Domestic Special Services	0	0	0	0.0								
Other International Special Services	0	0	0	0.0								
Total Additional Special Services	0	0	0	0.0								
Total Market Dominant Services	143,646	148,392	(4,746)	(3.2)								
Total Market Dominant Mail and Services	1,728,055	1,993,775	(265,720)	(13.3)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	1,728,055	1,993,775	(265,720)	(13.3)								

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	Percent
Total Competitive Mail	3,306,494	2,164,025	1,142,469	52.8	636,237	394,229	242,007	61.4	780,673	533,652	247,021	46.3

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent	FY 2020	FY 2018	FY 2020 over FY 2019 Amount	FY 2020 over FY 2019 Percent
Total Competitive Revenue	3,306,494	2,164,025	1,142,469	52.8	636,237	394,229	242,007	61.4	780,673	533,652	247,021	46.3

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	4,890,902	4,009,407	881,495	22.0	3,907,376	4,334,961	(427,584)	(9.9)	1,000,646	776,660	223,986	28.8
Total All Services	143,646	148,392	(4,746)	(3.2)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	5,034,548	4,157,799	876,749	21.1	3,907,376	4,334,961	(427,584)	(9.9)	1,000,646	776,660	223,986	28.8
Total All Other Revenue												
Total All Revenue	5,034,548	4,157,799	876,749	21.1								

TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,157,460	2,306,405	(148,945)	(6.5)	4,133,600	4,536,219	(402,619)	(8.9)	139,950	154,701	(14,751)	(9.5)
Single-Piece Cards	34,067	40,086	(6,019)	(15.0)	94,541	111,415	(16,874)	(15.1)	591	696	(105)	(15.1)
Total Single-Piece Letters and Cards	2,191,528	2,346,491	(154,964)	(6.6)	4,228,141	4,647,634	(419,493)	(9.0)	140,541	155,397	(14,856)	(9.6)
Presort Letters	2,226,883	2,429,884	(203,001)	(8.4)	5,647,882	6,248,800	(600,918)	(9.6)	339,450	375,856	(36,406)	(9.7)
Presort Cards	1,851	2,155	(303)	(14.1)	6,982	8,115	(1,133)	(14.0)	79	87	(8)	(9.6)
Total Presort Letters and Cards	2,228,734	2,432,039	(203,304)	(8.4)	5,654,863	6,256,915	(602,051)	(9.6)	339,529	375,943	(36,414)	(9.7)
Flats	641,208	727,188	(85,980)	(11.8)	491,908	552,619	(60,712)	(11.0)	92,768	103,654	(10,886)	(10.5)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	5,061,470	5,505,717	(444,247)	(8.1)	10,374,913	11,457,168	(1,082,256)	(9.4)	572,838	634,995	(62,157)	(9.8)
USPS Marketing Mail:												
High Density and Saturation Letters	1,339	1,724	(385)	(22.3)	7,597	9,927	(2,330)	(23.5)	349	372	(23)	(6.2)
High Density and Saturation Flats & Parcels	16	71	(55)	(77.8)	65	458	(394)	(85.9)	6	25	(19)	(75.0)
Carrier Route	93	86	7	8.0	456	426	30	7.0	24	26	(2)	(7.6)
Letters	144,032	167,799	(23,767)	(14.2)	831,442	945,234	(113,792)	(12.0)	46,953	51,583	(4,631)	(9.0)
Flats	7,122	6,422	700	10.9	22,180	20,033	2,147	10.7	2,945	2,989	(43)	(1.4)
Parcels	150	167	(17)	(10.0)	84	97	(14)	(13.9)	12	13	(0)	(1.6)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	152,752	176,269	(23,517)	(13.3)	861,823	976,175	(114,352)	(11.7)	50,289	55,007	(4,718)	(8.6)
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	162,019	128,328	33,691	26.3	46,081	37,045	9,035	24.4	92,011	75,734	16,277	21.5
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	162,019	128,328	33,691	26.3	46,081	37,045	9,035	24.4	92,011	75,734	16,277	21.5

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	5,376,241	5,810,314	(434,073)	(7.5)	11,282,816	12,470,389	(1,187,573)	(9.5)	715,138	765,736	(50,598)	(6.6)
Ancillary Services:												
Certified Mail	284,367	281,886	2,481	0.9								
Collect on Delivery	2,165	2,646	(481)	(18.2)								
USPS Tracking	0	0	0	0.0								
Insurance	26,626	19,744	6,882	34.9								
Registered Mail	1,673	2,793	(1,120)	(40.1)								
Return Receipts	102,453	115,072	(12,619)	(11.0)								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	46,955	34,467	12,489	36.2								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	600	0	600	0.0								
Total Ancillary Services	464,240	456,608	7,632	1.7								
Special Services:	0	0	0	0.0								
Money Orders	0	0	0	0.0								
Post Office Box Service	0	0	0	0.0								
Other Domestic Special Services	0	0	0	0.0								
Other International Special Services	0	0	0	0.0								
Total Additional Special Services	0	0	0	0.0								
Total Market Dominant Services	464,240	456,608	7,632	1.7								
Total Market Dominant Mail and Services	5,840,481	6,266,922	(426,441)	(6.8)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	5,840,481	6,266,922	(426,441)	(6.8)								

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	8,097,449	6,605,176	1,492,272	22.6	1,484,141	1,222,014	262,126	21.5	1,868,854	1,655,911	212,943	12.9

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Total Competitive Revenue	8,097,449	6,605,176	1,492,272	22.6	1,484,141	1,222,014	262,126	21.5	1,868,854	1,655,911	212,943	12.9

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
			FY 2020 over FY 2019				FY 2020 over FY 2019				FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	13,473,690	12,415,490	1,058,199	8.5	12,766,957	13,692,403	(925,446)	(6.8)	2,583,992	2,421,648	162,345	6.7
Total All Services	464,240	456,608	7,632	1.7	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	13,937,930	12,872,099	1,065,831	8.3	12,766,957	13,692,403	(925,446)	(6.8)	2,583,992	2,421,648	162,345	6.7
Total All Other Revenue												
Total All Revenue	13,937,930	12,872,099	1,065,831	8.3								

TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
First-Class Mail:												
Single-Piece Letters	6,593	9,430	(2,837)	(30.1)	10,428	15,215	(4,787)	(31.5)	616	840	(224)	(26.6)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	6,593	9,430	(2,837)	(30.1)	10,428	15,215	(4,787)	(31.5)	616	840	(224)	(26.6)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	30,781	26,426	4,355	16.5	18,977	17,974	1,002	5.6	4,346	4,142	204	4.9
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	37,374	35,856	1,518	4.2	29,405	33,189	(3,784)	(11.4)	4,962	4,982	(20)	(0.4)
USPS Marketing Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	18,925	15,257	3,668	24.0	5,086	3,874	1,211	31.3	11,254	10,753	501	4.7
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	18,925	15,257	3,668	24.0	5,086	3,874	1,211	31.3	11,254	10,753	501	4.7

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	56,299	51,113	5,186	10.1	34,490	37,063	(2,573)	(6.9)	16,216	15,735	481	3.1
Ancillary Services:												
Certified Mail	29,710	43,670	(13,960)	(32.0)								
Collect on Delivery	149	147	3	1.8								
USPS Tracking	0	0	0	0.0								
Insurance	10,238	10,486	(247)	(2.4)								
Registered Mail	3,799	4,674	(875)	(18.7)								
Return Receipts	11,292	16,993	(5,701)	(33.5)								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	2,750	2,897	(147)	(5.1)								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	0	0	0	0.0								
Total Ancillary Services	57,938	78,867	(20,929)	(26.5)								
Special Services:	0	0	0	0.0								
Money Orders	0	0	0	0.0								
Post Office Box Service	0	0	0	0.0								
Other Domestic Special Services	0	0	0	0.0								
Other International Special Services	0	0	0	0.0								
Total Additional Special Services	0	0	0	0.0								
Total Market Dominant Services	57,938	78,867	(20,929)	(26.5)								
Total Market Dominant Mail and Services	114,237	129,980	(15,743)	(12.1)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	114,238	129,980	(15,742)	(12.1)								

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over	FY 2019	FY 2020	FY 2019	FY 2020 over	FY 2019	FY 2020	FY 2018	FY 2020 over	FY 2019
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	802,332	629,455	172,877	27.5	83,343	64,649	18,693	28.9	161,436	135,787	25,649	18.9

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over	FY 2019	FY 2020	FY 2019	FY 2020 over	FY 2019	FY 2020	FY 2018	FY 2020 over	FY 2019
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Revenue	802,332	629,455	172,877	27.5	83,343	64,649	18,693	28.9	161,436	135,787	25,649	18.9

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	858,631	680,568	178,063	26.2	117,833	101,712	16,121	15.8	177,652	151,522	26,131	17.2
Total All Services	57,938	78,867	(20,929)	(26.5)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	916,570	759,435	157,135	20.7	117,833	101,712	16,121	15.8	177,652	151,522	26,131	17.2
Total All Other Revenue												
Total All Revenue	916,570	759,435	157,135	20.7								

TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
First-Class Mail:												
Single-Piece Letters	20,666	24,192	(3,526)	(14.6)	32,942	39,202	(6,260)	(16.0)	1,904	2,234	(330)	(14.8)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	20,666	24,192	(3,526)	(14.6)	32,942	39,202	(6,260)	(16.0)	1,904	2,234	(330)	(14.8)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	85,272	84,251	1,021	1.2	53,872	54,185	(313)	(0.6)	12,675	12,732	(57)	(0.4)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	105,937	108,443	(2,505)	(2.3)	86,814	93,387	(6,573)	(7.0)	14,579	14,965	(387)	(2.6)
USPS Marketing Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	50,550	46,875	3,676	7.8	13,427	12,346	1,080	8.7	31,612	32,114	(502)	(1.6)
Package Services Mail Fees	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	50,550	46,875	3,676	7.8	13,427	12,346	1,080	8.7	31,612	32,114	(502)	(1.6)

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent	FY 2020	FY 2019	FY 2020 over FY 2019	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	156,488	155,318	1,170	0.8	100,240	105,733	(5,493)	(5.2)	46,191	47,079	(889)	(1.9)
Ancillary Services:												
Certified Mail	97,814	112,761	(14,948)	(13.3)								
Collect on Delivery	461	459	1	0.3								
USPS Tracking	0	0	0	0.0								
Insurance	34,149	35,203	(1,054)	(3.0)								
Registered Mail	12,253	14,623	(2,370)	(16.2)								
Return Receipts	38,571	45,379	(6,808)	(15.0)								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	9,084	9,139	(55)	(0.6)								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	0	0	0	0.0								
Total Ancillary Services	192,331	217,564	(25,233)	(11.6)								
Special Services:	0	0	0	0.0								
Money Orders	0	0	0	0.0								
Post Office Box Service	0	0	0	0.0								
Other Domestic Special Services	0	0	0	0.0								
Other International Special Services	0	0	0	0.0								
Total Additional Special Services	0	0	0	0.0								
Total Market Dominant Services	192,331	217,564	(25,233)	(11.6)								
Total Market Dominant Mail and Services	348,819	372,881	(24,063)	(6.5)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	348,819	372,881	(24,063)	(6.5)								

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	2,311,993	2,173,097	138,896	6.4	225,883	221,756	4,127	1.9	493,900	497,660	(3,761)	(0.8)

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Total Competitive Revenue	2,311,993	2,173,097	138,896	6.4	225,883	221,756	4,127	1.9	493,900	497,660	(3,761)	(0.8)

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	2,468,481	2,328,415	140,066	6.0	326,123	327,489	(1,366)	(0.4)	540,090	544,740	(4,650)	(0.9)
Total All Services	192,331	217,564	(25,233)	(11.6)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	2,660,812	2,545,978	114,834	4.5	326,123	327,489	(1,366)	(0.4)	540,090	544,740	(4,650)	(0.9)
Total All Other Revenue												
Total All Revenue	2,660,812	2,545,978	114,834	4.5								

TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
			Change				Change				Change	
	Quarter 3		FY 2020 over FY 2019		Quarter 3		FY 2020 over FY 2019		Quarter 3		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
First-Class Mail:												
Single-Piece Letters	111,496	112,960	(1,463)	(1.3)	207,047	212,381	(5,335)	(2.5)	9,391	8,246	1,145	13.9
Single-Piece Cards	6,675	8,373	(1,698)	(20.3)	19,134	24,008	(4,874)	(20.3)	138	173	(35)	(20.4)
Total Single-Piece Letters and Cards	118,171	121,332	(3,161)	(2.6)	226,181	236,389	(10,208)	(4.3)	9,529	8,420	1,110	13.2
Presort Letters	2,386,147	2,496,582	(110,434)	(4.4)	6,037,910	6,400,455	(362,546)	(5.7)	339,792	366,494	(26,701)	(7.3)
Presort Cards	116,769	118,315	(1,546)	(1.3)	443,010	452,595	(9,584)	(2.1)	3,620	3,698	(78)	(2.1)
Total Presort Letters and Cards	2,502,916	2,614,896	(111,980)	(4.3)	6,480,920	6,853,050	(372,130)	(5.4)	343,412	370,192	(26,779)	(7.2)
Flats	103,194	100,331	2,863	2.9	88,819	93,768	(4,950)	(5.3)	19,848	20,766	(919)	(4.4)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,724,281	2,836,559	(112,278)	(4.0)	6,795,920	7,183,208	(387,288)	(5.4)	372,789	399,377	(26,589)	(6.7)
USPS Marketing Mail:												
High Density and Saturation Letters	206,777	288,418	(81,641)	(28.3)	1,201,162	1,719,581	(518,418)	(30.1)	43,149	71,330	(28,181)	(39.5)
High Density and Saturation Flats & Parcels	361,657	503,296	(141,639)	(28.1)	2,072,024	2,778,762	(706,738)	(25.4)	301,031	497,134	(196,104)	(39.4)
Carrier Route	189,816	327,583	(137,768)	(42.1)	713,028	1,235,674	(522,646)	(42.3)	146,261	260,499	(114,238)	(43.9)
Letters	1,233,469	2,163,753	(930,284)	(43.0)	5,634,752	9,833,889	(4,199,138)	(42.7)	266,481	470,891	(204,410)	(43.4)
Flats	248,654	335,583	(86,929)	(25.9)	565,179	792,062	(226,883)	(28.6)	149,302	204,038	(54,736)	(26.8)
Parcels	10,649	11,754	(1,105)	(9.4)	7,590	8,742	(1,152)	(13.2)	3,297	4,022	(725)	(18.0)
Every Door Direct Mail Retail	20,342	31,714	(11,372)	(35.9)	106,504	169,594	(63,091)	(37.2)	13,509	21,511	(8,002)	(37.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	2,271,364	3,662,102	(1,390,738)	(38.0)	10,300,239	16,538,305	(6,238,066)	(37.7)	923,029	1,529,425	(606,396)	(39.6)
Periodicals Mail:												
In-County	11,468	14,259	(2,791)	(19.6)	111,877	126,886	(15,009)	(11.8)	22,183	32,692	(10,509)	(32.1)
Outside County	231,923	286,140	(54,217)	(18.9)	868,596	1,055,637	(187,041)	(17.7)	273,361	361,181	(87,820)	(24.3)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	243,391	300,399	(57,008)	(19.0)	980,473	1,182,523	(202,050)	(17.1)	295,543	393,873	(98,329)	(25.0)
Package Services Mail:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Alaska Bypass	8,458	7,817	642	8.2	331	311	19	6.2	22,267	20,972	1,295	6.2
Bound Printed Matter Flats	34,673	42,782	(8,109)	(19.0)	45,990	57,001	(11,010)	(19.3)	84,751	100,081	(15,330)	(15.3)
Bound Printed Matter Parcels	72,092	65,724	6,368	9.7	66,681	59,401	7,280	12.3	119,385	118,769	616	0.5
Media and Library Mail	14,204	10,406	3,798	36.5	4,284	3,045	1,239	40.7	7,230	5,941	1,288	21.7
Package Services Mail Fees	0	28	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	129,427	126,756	2,671	2.1	117,286	119,758	(2,473)	(2.1)	233,633	245,764	(12,131)	(4.9)

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	82	73	9	13.0	81	78	3	3.2
Free Mail	0	0	0	0.0	2	17	(15)	(87.6)	1	87	(85)	(98.3)
Total Market Dominant Mail	5,368,463	6,925,816	(1,557,353)	(22.5)	18,194,002	25,023,884	(6,829,882)	(27.3)	1,825,076	2,568,604	(743,528)	(28.9)
Ancillary Services:												
Certified Mail	8,496	26,625	(18,128)	(68.1)								
Collect on Delivery	0	1	(0)	(55.6)								
USPS Tracking	108	216	(108)	(50.0)								
Insurance	361	291	70	24.0								
Registered Mail	225	313	(88)	(28.2)								
Return Receipts	2,115	3,164	(1,049)	(33.2)								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	2,980	3,299	(320)	(9.7)								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	831	132	700	530.8								
Total Ancillary Services	14,285	33,908	(19,623)	(57.9)								
Special Services:	0	0	0	0.0								
Money Orders	0	0	0	0.0								
Post Office Box Service	0	0	0	0.0								
Other Domestic Special Services	0	0	0	0.0								
Other International Special Services	0	0	0	0.0								
Total Additional Special Services	0	0	0	0.0								
Total Market Dominant Services	14,285	33,908	(19,623)	(57.9)								
Total Market Dominant Mail and Services	5,382,748	6,959,724	(1,576,976)	(22.7)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	5,382,748	6,959,724	(1,576,976)	(22.7)								

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	3,695,292	2,210,794	1,484,498	67.1	1,246,944	804,149	442,795	55.1	3,082,369	1,736,195	1,346,174	77.5

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
			Change				Change				Change	
	Quarter 3		FY 2020 over FY 2019		Quarter 3		FY 2020 over FY 2019		Quarter 3		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	Percent
Total Competitive Revenue	3,695,292	2,210,794	1,484,498	67.1	1,246,944	804,149	442,795	55.1	3,082,369	1,736,195	1,346,174	77.5

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	9,063,755	9,136,610	(72,855)	(0.8)	19,440,946	25,828,033	(6,387,087)	(24.7)	4,907,446	4,304,799	602,647	14.0
Total All Services	14,285	33,908	(19,623)	(57.9)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	9,078,040	9,170,518	(92,478)	(1.0)	19,440,946	25,828,033	(6,387,087)	(24.7)	4,907,446	4,304,799	602,647	14.0
Total All Other Revenue												
Total All Revenue	9,078,040	9,170,518	(92,478)	(1.0)								

TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
First-Class Mail:												
Single-Piece Letters	338,837	349,310	(10,473)	(3.0)	633,474	678,372	(44,898)	(6.6)	26,339	26,334	5	0.0
Single-Piece Cards	22,421	26,196	(3,774)	(14.4)	64,371	75,094	(10,723)	(14.3)	467	542	(74)	(13.7)
Total Single-Piece Letters and Cards	361,258	375,505	(14,248)	(3.8)	697,844	753,466	(55,622)	(7.4)	26,807	26,876	(69)	(0.3)
Presort Letters	7,929,007	7,857,159	71,848	0.9	20,192,282	20,235,564	(43,282)	(0.2)	1,127,683	1,152,656	(24,974)	(2.2)
Presort Cards	402,513	376,368	26,145	6.9	1,534,839	1,440,912	93,927	6.5	12,543	11,772	771	6.6
Total Presort Letters and Cards	8,331,520	8,233,528	97,993	1.2	21,727,121	21,676,476	50,645	0.2	1,140,226	1,164,429	(24,202)	(2.1)
Flats	340,890	365,161	(24,271)	(6.6)	302,725	319,415	(16,690)	(5.2)	68,237	71,519	(3,282)	(4.6)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	9,033,669	8,974,194	59,475	0.7	22,727,690	22,749,356	(21,666)	(0.1)	1,235,270	1,262,824	(27,554)	(2.2)
USPS Marketing Mail:												
High Density and Saturation Letters	792,019	885,603	(93,584)	(10.6)	4,661,683	5,402,220	(740,538)	(13.7)	181,347	217,602	(36,254)	(16.7)
High Density and Saturation Flats & Parcels	1,416,831	1,561,428	(144,597)	(9.3)	7,917,048	8,820,776	(903,728)	(10.2)	1,286,461	1,535,454	(248,993)	(16.2)
Carrier Route	1,031,142	1,304,184	(273,042)	(20.9)	3,875,034	4,985,418	(1,110,384)	(22.3)	813,677	1,006,912	(193,235)	(19.2)
Letters	5,607,442	6,689,972	(1,082,530)	(16.2)	25,703,227	31,091,765	(5,388,538)	(17.3)	1,243,391	1,503,669	(260,278)	(17.3)
Flats	1,015,779	1,157,871	(142,091)	(12.3)	2,395,574	2,822,430	(426,856)	(15.1)	610,763	710,120	(99,357)	(14.0)
Parcels	37,521	36,895	626	1.7	28,198	28,271	(73)	(0.3)	11,514	11,529	(15)	(0.1)
Every Door Direct Mail Retail	74,733	91,836	(17,103)	(18.6)	395,195	501,530	(106,335)	(21.2)	50,126	63,614	(13,488)	(21.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	9,975,467	11,727,788	(1,752,321)	(14.9)	44,975,959	53,652,411	(8,676,452)	(16.2)	4,197,280	5,048,900	(851,619)	(16.9)
Periodicals Mail:												
In-County	38,741	41,667	(2,926)	(7.0)	357,998	373,059	(15,061)	(4.0)	83,927	96,734	(12,807)	(13.2)
Outside County	754,394	863,800	(109,406)	(12.7)	2,752,771	3,170,566	(417,795)	(13.2)	923,280	1,102,857	(179,577)	(16.3)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	793,135	905,467	(112,332)	(12.4)	3,110,769	3,543,625	(432,856)	(12.2)	1,007,207	1,199,591	(192,384)	(16.0)
Package Services Mail:												
Alaska Bypass	23,234	23,864	(629)	(2.6)	915	960	(45)	(4.7)	61,637	64,651	(3,015)	(4.7)
Bound Printed Matter Flats	128,560	142,525	(13,964)	(9.8)	169,018	190,204	(21,187)	(11.1)	296,226	322,651	(26,425)	(8.2)
Bound Printed Matter Parcels	218,005	237,507	(19,502)	(8.2)	196,147	217,358	(21,211)	(9.8)	386,395	448,215	(61,821)	(13.8)
Media and Library Mail	35,426	32,876	2,549	7.8	10,526	9,690	837	8.6	19,224	19,594	(371)	(1.9)
Package Services Mail Fees	0	107	(107)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	405,225	436,878	(31,653)	(7.2)	376,607	418,213	(41,606)	(9.9)	763,481	855,112	(91,631)	(10.7)

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	239	203	36	17.8	208	220	(13)	(5.7)
Free Mail	0	0	0	0.0	52	105	(53)	(50.7)	170	214	(45)	(20.9)
Total Market Dominant Mail	20,207,496	22,044,328	(1,836,832)	(8.3)	71,191,316	80,363,913	(9,172,598)	(11.4)	7,203,617	8,366,862	(1,163,245)	(13.9)
Ancillary Services:												
Certified Mail	60,612	79,543	(18,932)	(23.8)								
Collect on Delivery	2	2	(0)	(18.7)								
USPS Tracking	469	620	(151)	(24.4)								
Insurance	2,556	787	1,769	224.9								
Registered Mail	849	977	(128)	(13.1)								
Return Receipts	8,778	8,667	111	1.3								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	8,233	11,132	(2,899)	(26.0)								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	3,483	405	3,078	759.1								
Total Ancillary Services	81,498	101,728	(20,231)	(19.9)								
Special Services:	0	0	0	0.0								
Money Orders	0	0	0	0.0								
Post Office Box Service	0	0	0	0.0								
Other Domestic Special Services	0	0	0	0.0								
Other International Special Services	0	0	0	0.0								
Total Additional Special Services	0	0	0	0.0								
Total Market Dominant Services	81,498	101,728	(20,231)	(19.9)								
Total Market Dominant Mail and Services	20,288,994	22,146,056	(1,857,062)	(8.4)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	20,288,994	22,146,056	(1,857,062)	(8.4)								

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	8,970,423	7,240,151	1,730,272	23.9	3,137,755	2,733,257	404,499	14.8	8,650,799	6,053,607	2,597,191	42.9

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Total Competitive Revenue	8,970,423	7,240,151	1,730,272	23.9	3,137,755	2,733,257	404,499	14.8	8,650,799	6,053,607	2,597,191	42.9

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	29,177,919	29,284,479	(106,560)	(0.4)	74,329,071	83,097,170	(8,768,099)	(10.6)	15,854,415	14,420,469	1,433,946	9.9
Total All Services	81,498	101,728	(20,231)	(19.9)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	29,259,417	29,386,208	(126,791)	(0.4)	74,329,071	83,097,170	(8,768,099)	(10.6)	15,854,415	14,420,469	1,433,946	9.9
Total All Other Revenue												
Total All Revenue	29,259,417	29,386,208	(126,791)	(0.4)								

TABLE 3-F
OTHER INDICIA MAIL*
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
			Change				Change				Change	
	Quarter 3		FY 2020 over FY 2019		Quarter 3		FY 2020 over FY 2019		Quarter 3		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
First-Class Mail:												
Single-Piece Letters	1,619	1,928	(309)	(16.0)	2,904	3,427	(524)	(15.3)	107	114	(7)	(6.2)
Single-Piece Cards	27	42	(15)	(35.9)	68	113	(46)	(40.3)	0	1	(0)	(40.3)
Total Single-Piece Letters and Cards	1,646	1,970	(324)	(16.4)	2,971	3,541	(570)	(16.1)	108	115	(7)	(6.5)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	429	418	11	2.7	299	357	(58)	(16.4)	62	63	(1)	(1.6)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	71	(71)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,075	2,459	(384)	(15.6)	3,270	3,898	(628)	(16.1)	170	178	(8)	(4.8)
USPS Marketing Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	84	10	74	735.1	30	1	28	2130.5	10	14	(4)	(27.7)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	84	10	74	735.1	30	1	28	2130.5	10	14	(4)	(27.7)

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	70,552	76,206	(5,653)	(7.4)	30,191	23,505	6,686	28.4
Free Mail	0	0	0	0.0	4,549	9,130	(4,581)	(50.2)	2,065	3,133	(1,068)	(34.1)
Total Market Dominant Mail	2,159	2,469	(310)	(12.5)	78,402	89,235	(10,834)	(12.1)	32,436	26,830	5,605	20.9
Ancillary Services:												
Certified Mail	324	389	(65)	(16.8)								
Collect on Delivery	0	0	0	0.0								
USPS Tracking	0	0	0	0.0								
Insurance	10	31	(21)	(67.6)								
Registered Mail	9	31	(22)	(71.9)								
Return Receipts	243	129	114	88.8								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	6	25	(19)	(75.6)								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	0	0	0	0.0								
Total Ancillary Services	592	605	(13)	(2.2)								
Special Services:	0	0	0	0.0								
Money Orders	0	0	0	0.0								
Post Office Box Service	0	0	0	0.0								
Other Domestic Special Services	0	0	0	0.0								
Other International Special Services	0	0	0	0.0								
Total Additional Special Services	0	0	0	0.0								
Total Market Dominant Services	592	605	(13)	(2.2)								
Total Market Dominant Mail and Services	2,751	3,074	(323)	(10.5)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	2,751	3,074	(323)	(10.5)								

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2019	FY 2020 over FY 2019		FY 2020	FY 2018	FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	3,695	2,844	851	29.9	450	366	85	23.1	742	541	200	37.0

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2018	Amount	Percent
Total Competitive Revenue	3,695	2,844	851	29.9	450	366	85	23.1	742	541	200	37.0

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2020 (Apr. 1, 2020-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	5,854	5,313	541	10.2	78,852	89,601	(10,749)	(12.0)	33,178	27,372	5,806	21.2
Total All Services	592	605	(13)	(2.2)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	6,446	5,918	528	8.9	78,852	89,601	(10,749)	(12.0)	33,178	27,372	5,806	21.2
Total All Other Revenue												
Total All Revenue	6,446	5,918	528	8.9								

TABLE 3-F
OTHER INDICIA MAIL
MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
First-Class Mail:												
Single-Piece Letters	6,809	6,370	439	6.9	11,629	11,396	233	2.0	422	446	(24)	(5.4)
Single-Piece Cards	166	150	16	10.6	407	405	2	0.5	3	3	0	0.5
Total Single-Piece Letters and Cards	6,975	6,520	454	7.0	12,036	11,801	235	2.0	424	448	(24)	(5.4)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	1,420	2,157	(736)	(34.1)	1,032	1,538	(505)	(32.9)	212	316	(104)	(32.8)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	345	(345)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	8,395	9,021	(627)	(6.9)	13,068	13,338	(270)	(2.0)	636	764	(128)	(16.7)
USPS Marketing Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
USPS Marketing Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total USPS Marketing Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	174	83	92	110.9	52	27	25	94.1	67	66	1	1.7
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	174	83	92	110.9	52	27	25	94.1	67	66	1	1.7

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent	FY 2020	FY 2019	FY 2020 over FY 2019 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	222,600	219,996	2,603	1.2	80,367	77,656	2,710	3.5
Free Mail	0	0	0	0.0	19,490	25,755	(6,265)	(24.3)	7,338	9,143	(1,806)	(19.7)
Total Market Dominant Mail	8,569	9,104	(535)	(5.9)	255,210	259,116	(3,907)	(1.5)	88,408	87,629	778	0.9
Ancillary Services:												
Certified Mail	815	817	(2)	(0.2)								
Collect on Delivery	0	0	0	0.0								
USPS Tracking	0	0	0	0.0								
Insurance	137	151	(14)	(9.3)								
Registered Mail	24	42	(18)	(43.8)								
Return Receipts	491	362	128	35.4								
Stamped Envelopes and Cards	0	0	0	0.0								
Other Domestic Ancillary Services	33	65	(33)	(50.0)								
International Ancillary Services	0	0	0	0.0								
Other NSA Ancillary Services	0	0	0	0.0								
Total Ancillary Services	1,499	1,437	61	4.3								
Special Services:	0	0	0	0.0								
Money Orders	0	0	0	0.0								
Post Office Box Service	0	0	0	0.0								
Other Domestic Special Services	0	0	0	0.0								
Other International Special Services	0	0	0	0.0								
Total Additional Special Services	0	0	0	0.0								
Total Market Dominant Services	1,499	1,437	61	4.3								
Total Market Dominant Mail and Services	10,068	10,542	(474)	(4.5)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	10,068	10,542	(474)	(4.5)								

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Competitive Mail	9,731	8,418	1,313	15.6	1,236	1,200	36	3.0	1,965	1,526	438	28.7

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Total Competitive Revenue	9,731	8,418	1,313	15.6	1,236	1,200	36	3.0	1,965	1,526	438	28.7

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2020 (Oct. 1, 2019-Jun. 30, 2020) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2019
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019		FY 2020		FY 2020 over FY 2019	
	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent	FY 2020	FY 2019	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	18,300	17,522	778	4.4	256,446	260,316	(3,871)	(1.5)	90,372	89,156	1,217	1.4
Total All Services	1,499	1,437	61	4.3	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	19,799	18,960	839	4.4	256,446	260,316	(3,871)	(1.5)	90,372	89,156	1,217	1.4
Total All Other Revenue												
Total All Revenue	19,799	18,960	839	4.4								